

## Message Text

LIMITED OFFICIAL USE

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ACTION XMB-04

INFO OCT-01 EUR-12 ISO-00 EB-08 COME-00 TRSE-00 OPIC-03  
AID-05 IGA-02 /035 W  
-----101933Z 126013 /43  
R 101508Z FEB 77  
FM AMEMBASSY WARSAW  
TO SECSTATE WASHDC 6502

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PASS EXIMBANK

EO 11652N/A DECLASSIFY UPON RECEIPT  
TAGS: EFIN PL  
SUBJ: RCA SEEKS EXIM LOAN FOR SALE OF SEMI-CONDUCTORS FOR COLOR  
TELEVISION PROJECT

REF: 76 WARSAW 4137

1. BILL DEAN, RCA REPRESENTATIVE STATIONED IN GENEVA,  
CALLED EMBASSY OFFICERS ON FEBRUARY 9 TO EXPRESS  
HOPE THAT EXIM WILL ACT FAVORABLY ON A BANK HANDLOWY  
REQUEST FOR EXIM FINANCING OF THE SALE OF \$7 MILLION IN  
EQUIPMENT, LICENSES, AND "KNOW-HOW" FOR THE MANUFACTURE IN  
POLAND OF SEMI-CONDUCTOR COMPONENTS FOR COLOR TELEVISION SETS.  
HE SAID RCA ALREADY HAS CONCLUDED THE CONTRACT FOR THIS SALE,  
BUT THE AGREEMENT IS CONDITIONED ON OBTAINING FINANCING.

2. DEAN HOPED THIS LOAN COULD BE CONSIDERED AS  
AN EXTENSION OF THE EXIM CREDIT PROVIDED IN MAY 1976. HE SAID  
THE TWO PROJECTS WERE INTIMATELY ASSOCIATED, AND HE WAS  
CONCERNED THAT THIS APPLICATION, IF TREATED SEPARATELY,  
MIGHT NOT BE CONSIDERED FOR A PROJECT LOAN BY EXIM,  
SINCE THE SALE WOULD BE FOR ONLY \$7 MILLION. IF THIS WERE  
THE CASE, HE DID NOT KNOW WHETHER COMMERCIAL BANK FINANCING  
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WOULD BE ADEQUATE.

3. TREUMANN OF BANK HANDLOWY BELIEVES THIS LOAN SHOULD  
BE HANDLED AS AN INCREASE IN THE CREDIT LINE ALREADY  
GRANTED FOR THE COLOR TV PLANT. BANK HANDLOWY,  
HE EXPLAINED, WAS TREATING THESE TWO CONTRACTS UNDER THE  
SAME PROJECT HEADING AND UNDER ONE TOTAL ALLOCATION OF

FUNDS. WHEN ASKED BY AN EMBASSY OFFICER IF BANK HANDLOWY WOULD BE WILLING TO CONSIDER AN EXIM GUARANTEE FOR COMMERCIAL CREDITS FOR THE \$7 MILLION, PARTICULARLY IN LIGHT OF RELATIVELY LOW INTEREST RATES IN THE US AT THIS TIME, TREUMANN SAID NO. HE ADDED THE POLES WOULD HAVE TO "RECONSIDER" IF AN EXIM CREDIT COULD NOT BE OBTAINED.

4. COMMENT: WE UNDERSTAND THAT THE POLISH TECHNICAL AGENCIES HAVE ALWAYS CONSIDERED THE SEMI-CONDUCTOR DEAL TO BE PART OF THE OVERALL COLOR TV PROJECT. IN DEALING WITH THE GOP'S CENTRAL TRADE AND FINANCE AUTHORITIES, THE TECHNICAL PEOPLE PROBABLY WERE USING THE STANDARD LOCAL TECHNIQUE OF FIRST GETTING AUTHORIZATION FOR THE BULK OF THE PROJECT AND LATER COMING BACK FOR APPROVAL OF SMALLER ADD-ONS, WHICH, IF THEY HAD BEEN INCLUDED ORIGINALLY, MIGHT HAVE CAUSED THE WHOLE DEALY TO BE TURNED DOWN. MINISTER OF FOREIGN TRADE OLSZEWSKI, HAS COMPLAINED ABOUT THE RESORT TO THIS TECHNIQUE IN THE COLOR TV PROJECT (REF). SINCE THE USE OF THE "SLICING" TECHNIQUE WORKED, IN FAVOR OF US EXPORTERS IN THIS CASE, IT WOULD BE HELPFUL IF EXIMBANK COULD FIND SOME WAY OF ADDING THE SEMI-CONDUCTOR CREDIT TO THE ORIGINAL LOAN. END COMMENT.  
DAVIES

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** LOANS, TELEVISION BROADCASTING, PROGRAMS (PROJECTS)  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977WARSAW01023  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 WARSAW 4137  
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**Review Withdrawn Fields:** n/a  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009